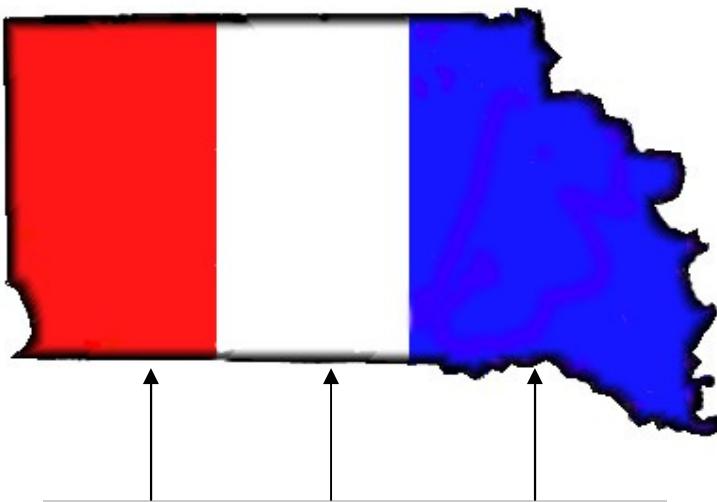


CONTACT US

INDIANA

EXPORT REFERENCE GUIDE



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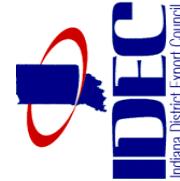
Carmel, Indiana 46032

Telephone: 317-582-2300

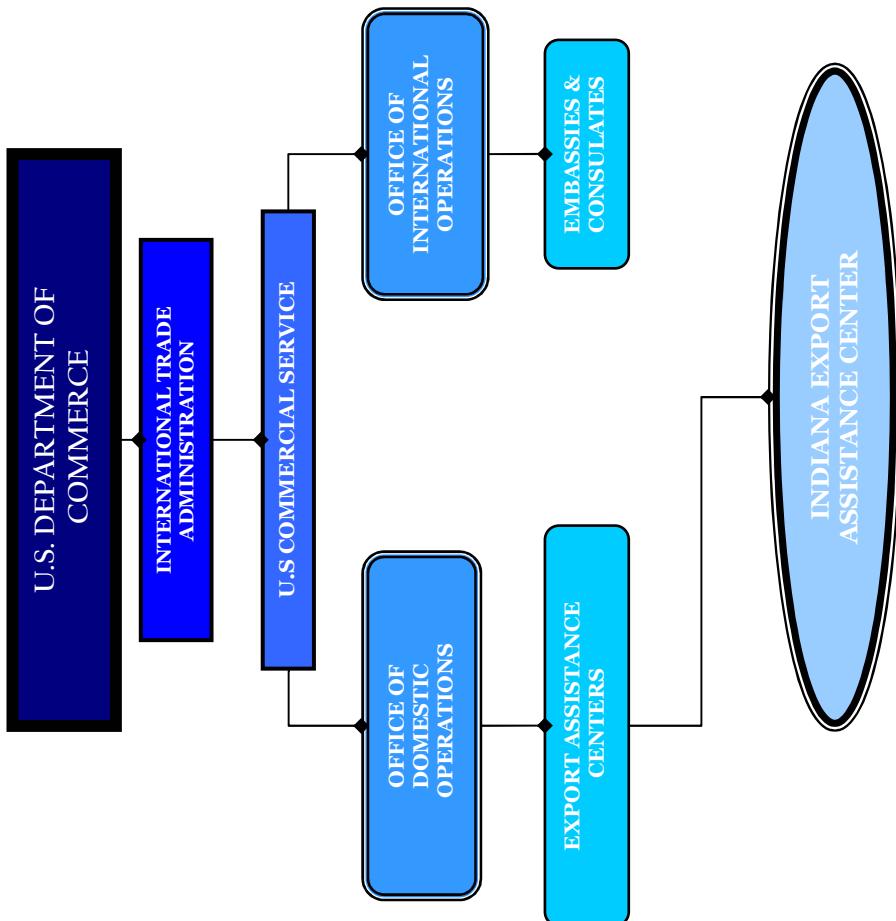
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On the Web at:
www.buyusa.gov/indiana



**Crossroads of America,
Crossroads of the World**



The Indiana Export Assistance Center

Creating Higher-Wage Jobs
Lowering the U.S. Trade Deficit
Advancing Indiana Business Interests
Championing Indiana Products & Services

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INDIANA

EXPORT SUCCESS

Ingersoll Rand Security Technologies Carmel, Indiana Hamilton County

The IR Security and Safety division of the Ingersoll Rand Company, headquartered in Carmel, Indiana, has been a client of the Indiana EAC since 2004. Ingersoll Rand is made up of numerous companies which produce various security products from automatic doors to padlocks and electromagnetic locking devices. Having received numerous export counseling sessions, Ingersoll Rand has taken advantage of many of the services offered by the Indiana EAC including trade leads and trade events and has utilized Commercial Service contacts around the world.

In September of 2006, John Diedam, IR's Vice President of International Sales, contacted the Indiana EAC seeking a Commercial Service contact for Shanghai, China to advocate on behalf of the company. An Indiana trade specialist quickly provided Mr. Diedam with the name of a Commercial Service Officer who could be of assistance in helping the company secure a contract with the Shanghai Pudong Airport.

Through the help of the Commercial Service Officer in China, IR secured a \$300,000 contract with the Shanghai Pudong Airport to provide electrified exit devices and electric strikes.

On another occasion, the Indiana EAC provided Ingersoll Rand with a contact in Dubai who played a significant role in helping the company secure a \$2.5 million supply contract in the Dubai International Airport.



Dear Member of Congress:

The United States Department of Commerce, Indiana Export Assistance Center would like to thank you for your continued support of Indiana businesses as they expand globally. We stand willing and able to provide you and your constituents with the resources necessary to succeed in a global economy.

The mission of the Indiana Export Assistance Center (EAC) is to place primary emphasis on the promotion of exports of goods and services from the State of Indiana and on the protection of United States business interests abroad.

The vision of the Indiana EAC is to be the best source of customized export solutions for Indiana businesses to succeed in the global marketplace. Contact the Indiana Export Assistance Center to learn more about what we have to offer and why your constituents can look to us as their number one international business advisor, advocate, and partner in their export success.

Please do not hesitate to call us at 317-582-2300 or fax to 317-582-2301. You can also find us online at www.buyusa.gov/indiana.

Sincerely,

A handwritten signature in black ink that reads "Mark A. Cooper".

Mark A. Cooper
Director
U.S. Department of Commerce
Indiana Export Assistance Center

OUR SERVICES

U.S. STATISTICS

Export sales currently support nearly 12 million U.S. jobs.

Matching Indiana businesses to the most qualified buyers, distributors, and agents abroad.

Gold Key Matchmaking

Market Research & Analysis

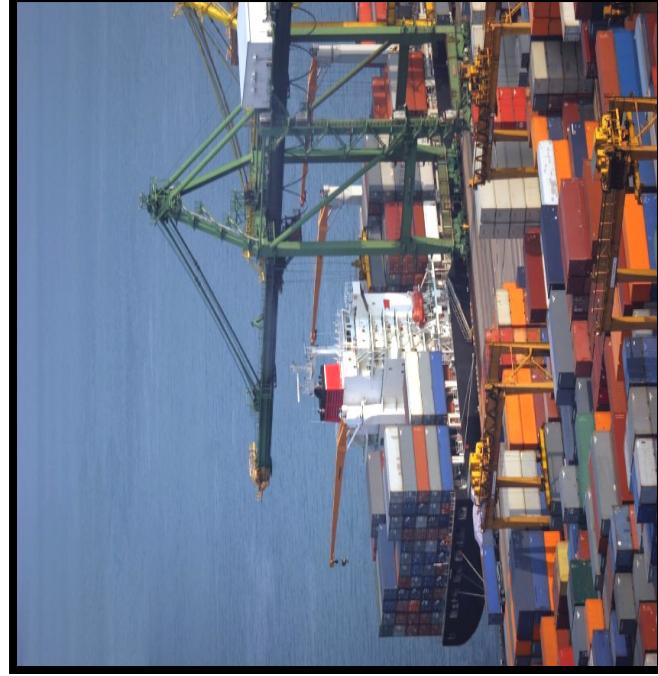
Our experienced and knowledgeable Trade Specialists provide Indiana businesses with market intelligence to penetrate foreign markets.

Counseling and Advocacy

We offer Indiana businesses customized end-to-end export solutions. Our Trade Specialists can recommend export financing options, resolve payment issues, obtain customs clearance, explain foreign business protocol, navigate regulatory or other market entry hurdles, and more.

One in five manufacturing jobs is supported by exports.

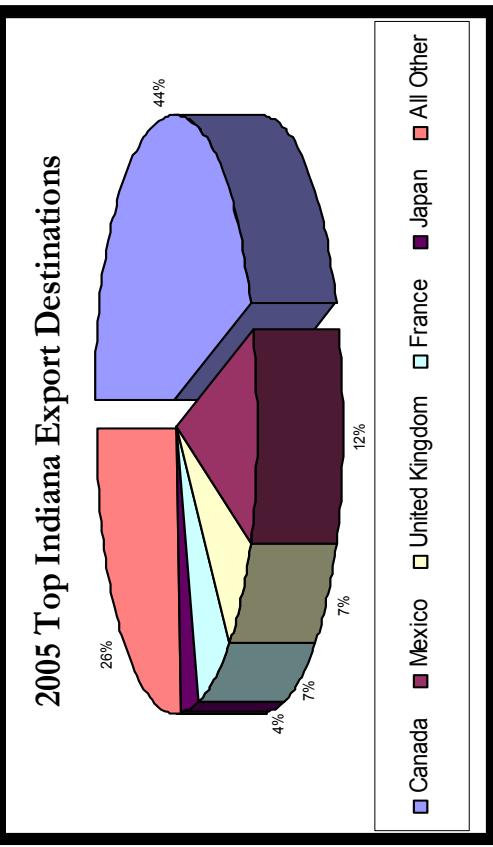
Export-related jobs pay up to 18% more than the national average.



INDIANA ECONOMIC PROFILE

Education

The Indiana EAC organizes multiple seminars throughout the state of Indiana on trade related topics.



“Those U.S. businesses that export abroad tend to win. Evidence shows that U.S. firms engaged in international trade and investment are more productive and innovative than their purely domestic counterparts.”

- Indiana is ranked 13th in the nation in exports.
- In 2005, Indiana exports totaled \$21.5 billion dollars, up nine percent from 2004.
- Canada is Indiana's largest export market, accounting for approximately 44% of the state total.
- Mexico is the next largest export market, representing 12% of total exports.
- China, while a growing market, is currently Indiana's eighth largest market for exports.

-Carlos M. Gutierrez,
U.S. Secretary of Commerce



A World of Opportunities

Supporting Indiana business needs abroad, the Indiana EAC is directly linked to a large domestic and international network of over 250 offices in over 80 countries. Our extensive network represents more than 96 percent of the world market for exports.

Your Global Business Partner

The **Indiana Export Assistance Center (EAC)** is a part of the U.S. Department of Commerce, U.S. Commercial Service, a federal government agency dedicated to helping small and medium-sized U.S. companies promote export sales. As a branch of the Commercial Service, the Indiana EAC provides comprehensive solutions to help Indiana companies meet the challenges of international trade. Whether advocating for an Indiana business abroad or providing pertinent market research to businesses at home, the Indiana EAC, along with its partner the **Indiana District Export Council**, helps companies compete and win in the global marketplace.

Fulfilling Your Needs

Located just outside of Indianapolis in Carmel, Indiana, our office is open five days a week to meet client needs. The Indiana EAC staff of highly-skilled Trade Specialists are eager to work with companies located throughout the state of Indiana.

Making a Difference for Indiana Business

In 2006, The Indiana Export Assistance Center generated over 100 verifiable export sales for Indiana companies worth over 15 million dollars.